

25 April 1983

MEMORANDUM FOR THE RECORD

SUBJECT: Trip to Wang Laboratories, Lowell, MA--
18-19 April 1983

1. A delegation of senior Agency officials, headed by the DDA, proceeded to Lowell, Massachusetts, to meet with senior Wang officials with regard to the interrelationship between the two organizations. While the Agency has accepted Wang word processing equipment as an Agency standard, we still perceive the need to modify Wang software to accomplish Agency tasks. Wang Laboratories has severely limited access to software information considered by Wang to be proprietary. This state of affairs has resulted in frustrations on the part of the Agency. The purpose of the TDY was to attempt to persuade Wang that their interest would be best served by the adoption of a more flexible attitude with regard to data hitherto considered proprietary.

2. The corporation made the morning presentation with disclosures in regard to future product line. The most cogent part of this presentation was the entry of Wang into the personal computer field. It would appear that we will have to make an ODP policy decision in the relatively near-term with regard to the utilization of personal computers, not only in that configuration but as acceptable alternatives to terminals. In the afternoon the Agency made a presentation to the Wang operating board, headed by Dr. An Wang, of our perceived needs and the benefits to be gained by cooperation rather than separation.

3. The Agency presentation appeared to be well received. The Wang marketing officials who work with the Agency felt that the corporation had made a commitment to better serve, and to better meet, the Agency's requirements. Time will tell.

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Director of Data Processing

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